

To: All Recipients of the prospectus, LARO004, to operate a Marina including moorage, food and beverage services, houseboat and boat rentals at the Kettle Falls Area within Lake Roosevelt National Recreation Area.

LARO004 – Questions and Answers

Question #1 *The Summary of Business Opportunity (Estimate of Initial Investment) page 2 of 3:*

“Because the existing Concessioner does not have to sell any property (including houseboats) which has been used in operating the prior contract if that property is leased by the Concessioner, and the Prospectus does not identify which specific property, if any, the prior Concessioner will be selling under the prior contract, will NPS require that all offerors conclusively demonstrate that they will be able to obtain at least 16 houseboats from a different source given that the existing Concessioner is not necessarily obligated to sell houseboats to a succeeding Concessioner?”

NPS Response: It is unsure whether or not the current Concessioner will choose to lease the personal property, namely the houseboats, associated with this Concession Contract, from a related company to the company that currently holds the Concession Contract; therefore all Offerors will need to demonstrate their ability to secure the purchase/lease of the minimum number of houseboats (16) from an alternative source in their proposal.

Question #2 *Business Opportunity, Fluctuation of Lake Levels (page 14 of 17):* “Can you confirm that the approximate annual date the water level rises enough to allow for marina operations under the existing concessioner’s operations is June 10th (as opposed to May 15th)? Can you also provide the approximate dates when the marina bay and docks become dry due to water draw down at the end of the operating season? Also, can you confirm that the marina bay and docks have in the past periodically gone dry during operations due to water draw downs or natural causes?”

NPS Response: The water level of Lake Roosevelt is subject to fluctuation from natural causes and from the routine operation of the Grand Coulee Dam. Typically, the water level rises to levels high enough to allow for the water based marina operations (including moorage, houseboat and boat rentals) between mid-May and early June. While the draft Operating Plan states the marina operations must be open, at a minimum, starting from mid-May the NPS realizes this may not always be the case based on the lake levels each year and this date will fluctuate based upon those levels. At the end of the season the marina is dry due to water level draw down in approximately early February of each year. During the course of the current Concession Contract, there have not been occurrences of the marina docks going dry during the operating season (mid-May through mid-October).

Question #3 *Business Opportunity, Repair and Maintenance (page 17 of 17):* “The Repair and Maintenance Reserve obligation is identified as 3.5% in the Business Opportunity (page 17 of 17), but is then identified as 4% in the Proposal Package, Principal Selection Factor 2 (page 5 of 24) and Draft Contract, Section 10(c)(3) (page 15 of 25). Can you clarify which figure is correct?”

NPS Response: The correct percentage of gross receipts required for the Repair and Maintenance Reserve is 3.5%, as stated in the Business Opportunity. Please adjust all other references within the prospectus package regarding the Repair and Maintenance Reserve to match the stated 3.5% in the Business Opportunity.

Question #4 *Proposal Package, Part B, Subfactor 1(c) (page 7 of 24):* “In order to enable offerors to better respond to Lake Roosevelt NRA’s specific goals, can you please clarify which “cultural resources” Lake Roosevelt NRA would like incorporated into the concessioner’s operations through information, appreciation and protection?”

NPS Response: Lake Roosevelt National Recreation Area contains several hundred cultural sites, both prehistoric and historic, throughout the Area. One of the missions of the National Park Service is to preserve those sites unimpaired. The Area would like to ensure that the Concessioner does not promote activities that might lead to the vandalism and/or destruction of these sites. The Concessioner can help ensure these sites are protected by providing accurate information to visitors concerning Area rules and regulations that pertain to cultural resources (i.e., no metal detectors can be used within the Area, no digging is allowed within the Area, no off-road vehicles are allowed, no geo-caching activities are allowed). The Concessioner should also know the procedures if an artifact is turned in at its facility (i.e., a park ranger is contacted). The Concessioner is also obligated to gain cultural clearances for any ground disturbing activities that may occur related to the operation of the concession facilities.

Question #5 *Draft Contract, Section 3(b)(2)(Page 4 of 25):* “The Draft Contract states that “[t]he Concessioner will provide employee housing and on-site food service for employees.” Given that the marina is located near Kettle Falls, which has affordable housing available, does NPS intend for the Draft Contract to require that such housing be provided at the marina site itself?”

NPS Response: Standard Contract language for all Category I and II Contracts requires this statement be included. The Service did not remove this statement from the Concession Contract, even though employee housing and on-site food service for employees is not a requirement of the Contract, because any alteration of the standard Contract language would require review from the Washington office and therefore delay the prospectus process. This language will be removed from the awarded Contract.

Question #6 *Contract Exhibit B: Operating Plan, (11)(A)(1)(b):* “The Operating Plan requires the Concessioner to employ a manager that either has or is pursuing a Certified Marina Manager (“CMM”) designation. However, that designation cannot be obtained for marinas like Kettle Falls which have less than 100 slips. Therefore, this requirement discriminates against smaller marina operators who do not operate marinas with 100 or more slips. Will NPS insist on including this requirement in the Operating Plan notwithstanding that it may prevent many potential offerors from responding to the solicitation?”

NPS Response: The Operating Plan states “the Concessioner is required to have a Manager on staff that either has or is actively pursuing and will complete the Certified Marina Manager (“CMM”) designation from the International Marine Institute or equivalent within five (5) years from the effective date of Contract execution.”

The Service has consulted with the International Marine Institute which provides training for the Certified Marina Manager designation and has been informed that within the upcoming year a new program will be offered for facilities below the current CMM minimums (both in terms of slips, employees, and gross receipts). Since the current requirement identified within the Operating Plan states the Concessioner must be “actively pursuing and will complete . . . within five (5) years from effective date of Contract execution” this designation it is the opinion of the Service that there is ample time for smaller marina operators to achieve this goal within the specified time frame; therefore the requirement will remain as currently stated.

Question #7 *Contract Exhibit H: Maintenance Plan, (4)(B)(5):* “The Maintenance Plan states that the maximum age for rental boats will be 10 years for houseboats (in original state) and 8 years from last refurbishment for houseboats (rebuilt). Can you clarify what NPS means by “refurbishment” and “rebuilt,” including whether this applies to the entire boat or just the engine, and if so, how does NPS determine whether a boat has been refurbished or rebuilt?”

NPS Response: Please replace Section 4(B)(5) of the Maintenance Plan with the following:

- (a) Written approval by the Area is required for all replacement vessels and extension of maximum ages. Effective as of the date of Contract execution, the maximum age for rental boats providing services under the Contract will be:
 - i) Houseboats (in original state): 10 years
 - ii) Houseboats (re-built/refurbished): 8 years from last rebuilt/refurbishment
 - Rebuilt includes all mechanical components required for operation of the houseboat (engine, electrical, generator, etc.).
 - Refurbishment includes the necessary remodeling of the entire boat inside and out.
 - iii) Powerboats: 5 years
 - iv) Personal Watercraft: 3 years
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Question #8 Appendix B: Deferred Maintenance Projects: “The Prospectus lists the same projects for completion in year one, and then again in year two. Since it appears NPS does not want these projects completed twice, can you clarify if NPS wants these projects done over a two year period, or, if not, which projects need to be completed in year one and which ones need to be completed in year two?”

NPS Response: Please replace the table identified in the prospectus as projects to be completed in year one with the following table:

Building Name	Asset Number	Asset Type	Location/Deficiency Title
Kettle Falls Store			
	43655	4100	Replace Receptacle Plate, Duplex, Interior (Missing Removed), Throughout Main Room
		4100	Replace Receptacle Plate, Duplex, Interior (Missing Removed) Fourplex Main Room
		4100	Replace Light Switch Plate, Interior up to 6 Gang, (Missing Removed) Main Rom
		4100	Remove Line Voltage BX/Romex Cable up to 15' above finished grade, (Ceiling)
		4100	Replace Light Switch, On-Off, 20 AMP, Next to Restroom
		4100	Identify and Label Branch Circuits For Panel Board, Square Panel Board
		4100	Replace 4" Junction Box Cover on Hot Water Heater
		4100	Replace Expamsion Joint Material with Poured Polyurethane 1/2" x 1"
		4100	Replace Paint Wood Railing and Balustrade, Deteriorated, 36" high West Exterior Deck
Kettle Falls Office			
	98620	4100	Identify and Label Branch Circuits for Panel Board, Siemans Panel Board
		4100	Replace Lighting Fixture, Exterior, Incandescent up to 100 Watt, Surface Mounted
		4100	Kettle Falls Floating Repair Facility
	98625	4100	Replace Receptacle Plate, Duplex, Interior, Simplex Plate for Window A/C Unit
		4100	Replace Lighting Ballast, Fluorescent, Interior/Exterior Office Area
		4100	Kettle Falls Wastewater System
	98850	4100	Replace Sanitary Sewer Hose 1 1/2" Flexible Hose between Fueling Station/Sanitary
Kettle Falls Floating Fuel Facility			
	98856	4100	Replace Tie-Down Straps (Broken) Hinges on Bilge Access Panel N Side Fuel Station
	98857	4100	Replace Interior/Exterior Recessed light Fixture Lens, Footlights
		4100	Replace Interior/Exterior Recessed Light Fixture Lens, Compact Lamp Safety Cover
		4100	Replace Pipe Support/Hanger Clevis, up to 4" Pipe, Aluminum, Hose Bib Mounting
		4100	Repair Steel Hand or Guard Rails, (Freeze/Thaw Damage, 16 Sections Steel Tubing
		4100	Replace Stone (Missing) Base of Concrete Abutment, at entrance to ramp
	314108	4100	Replace Existing Lockset With Lever Handle to Accommodate ADA Requirements
	316085	4100	Secure Fasteners, (Missing) Fender Fasteners on South Side of Dock
	316112	4100	Replace Vinyl Dock Bumpers, (Damaged) Near Northeast and Southwest Corners Dock
	316186	4100	Replace Dock Float Mounting Bracket, Based on Divers Report-Broken Dock D East End
		4100	Secure Float Mounting Bracket, Based on Divers Report- 6" Lag Bolts Loose all over
	316243	4100	Remove Floating Piers on Pier Sections - U Shaped Dock Near Office
	BU2	4100	Secure Device (Loose/Hanging) Welders Receptacle On Floor at rear of Building
	DEQ1	4100	Replace Non-Mettalic Sheathed Cable, NM Romex, Up to #12, AWG, Wires coming out
	DEQ1	4100	Replace 4" Square Junction Box up to 15" Above Finished Grade, 5 Holes in Rear J. Box
	DEQ1	4100	Remove Conduits, Up to 1", Up to 15' Above Finished Grade, On Back of Panel - Fuel D.
	DEQ1	4100	Replace Fastener On Electrical Service Component, Securing Bracket Missing
	DOK1	4100	Replace Vinyl Dock Bumpers, Missing Fenders, Various Locations Throughout Dock
	PLM8	4100	Replace Control Cover, Thermostat, Pressure Switch, Transmitter, Receiver, Missing

LARO004 – Errata #2

Please insert the following attachment as Appendix H in the prospectus.

****Note: The following is a list of personal property which must be purchased by the successor Concessioner. The highlighted houseboats may not be available to the successor Concessioner; therefore all Offerors will need to demonstrate their ability to secure the purchase/lease of the minimum number of houseboats (16) from an alternative source in their proposal.

Furniture, Fixtures, & Equipment		
	Description	Date
3004	American Ima Display	Jan-87
3005	File Cabinets Costco	Mar-88
3010	Motor Stand	May-89
3018	Clydesdale Carts	Jun-90
3019	Multiquip Pump #201TH	Jun-90
302	Center Shelves	Jun-88
3021	Draftman Chairs	Jan-91
3024	ITT Jabsco Oil Change	May-91
3025	3" Clydesdale Carts	May-91
3026	McGregor 360 Gallon Tank	Jun-91
3029	Honda EM2200 gen Set	Mar-92
303	Beverage Cooler	May-88
3030	NAPA Parts Washer	Jun-92
3032	2504 Mi-M Spray #184596	Mar-93
3033	Clydesdale Cart	Aug-93
3035	Lincoln Weld #40814368	Jun-95
3037	Cannon Copler #60179	Jan-97
3038	Craftsman SnowB #2649	Jan-97
3040	486 PCI 256K Computer	Mar-97
3041	DesalntI B600B Heater	Jan-99
3042	LitSteamMarket Booth	Oct-98
3043	Comdial Phone System	May-99
3044	Internet Xpress Equip	Jun-99
3045	Office Furniture	May-99
3046	HewlettPackardComputer	Mar-00
3047	AMD k7 750 Athlon Computer	
3048	Toshiba Lap Top	Mar-07
3049	Wireless Phones	Jun-07
3050	Dell Computer	Jul-07
3051	Lathem 1000E Time Clock	May-07
3052	HP A730N Computer	Oct-07
3053	DirectWayInternet Dish	Feb-07
3054	17" Monitor W Fisher	Mar-07
3055	HP Printer & Monitor	Feb-07
3056	Point of Sale register, etc	Apr-07
3057	HP Computer Marketing	May-07
3057	Twin Anchor Quad Carts	May-00
307	Pacer Pump & Attachment	Jul-88
320	Beverage Box Compressor	Apr-90
323	Stevens Tune-Up Gages	May-91
331	Fender Airconditioner	Jul-92

Merchandise Inventories

Description	Date
Gas in Houseboat Tanks	
Gas in Tanks	
Inventory: Parts and Store	

Autos, Trucks, Trailers

Description	Date
1011 1984 "Chev" Winch Tk	Apr-90
1012 1976 "Leland" Loboy	Apr-90
1034 King 5th Wheel Trail	Jun-92
1035 1994 Chev K-1500# 2984	Apr-95
1040 1968 International Tk	Mar-98
1057 1999 Dessen Trailer	Apr-99
1058 Water Trailer 3500 Gallon	Mar-00
1059 1991 Chev S-10	Jan-07
1060 Artic Cat ATV & 3 Carts	
1062 1992 Intl Cab Over	
1063 HB Trailer	Jun-07
1064 Dakota Equul trailer	Apr-07

Rental Boats & Equipment

Description	Date
5051 1995 Glastron Open Bow	Mar-99
5053 1999 Twin Anc "Shania" LR05	
5053 Onan 7.0KW gen set	Apr-05
5054 1999 Twin Anc "Faith Hi" LR007	
5055 1999 Twin Anc "Martina" LR08	
5055 Onan 7.0KW gen set	Apr-05
5056 MiscEquip 1999 Twin An Boats	
5059 MiscEquip 3 00Twin Anch HB	
5060 TA'00 HB "Tresha Yea" LR-09	
5061 TA'00 "Mi Maria" HB LR010	
5061 Bridge Bimini	Jun-05
5061 Onan 7.0KW gen set	Apr-05
5062 TA'00 HB "Dixie Chic" LR011	
5062 Onan 7.0KW gen set	Apr-05
5064 Ocean Kyaks (8)	May-00
5067 2001 Jodi's Mess HB LR 12	
5068 2001 Pam Till HB LR 13	
5069 2001 Terri Sea HB LR 14	
5069 Cover	Jun-04
5070 Misc. HB Equipment	May-01
5071 1998 22' Work Boat	
5071 2003 Work Boat Improvements	
5072 LR15 2002 Daisy Girl	
5073 LR16 2002 "Jamie O"	
5074 LR17 "Lorrie Mor"	
5075 Misc Equip. 2002 HB	
5077 06/03176BR SeaRay R3280B303	
5078 3-03 176BR SeaRay R3279B303	
5079 2004 SeaRay #442	Mar-04
5080 2004 SeaRay #441	Mar-04
5081 Kenmore Gas Ranges (3)	May-04
5082 Boat Upholstery	Jun-04
5083 Upholstery	May-05
5084 120 Standard Pillows	